

**IFB02-539622-23**  
**Automotive Glass and Installation Services**  
**November 21, 2001 @ 2:00 PM**

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Item No.	Vendor Name	Description	Qty	Unit	Unit Price	Delivery	Terms	% Discount
A		<b>FLAT GLASS SPECIFICATIONS</b>						
1		<b>Safety sheet flat glass (delivered AS2)</b>	1	sf				
	Royal Glass Co.	Mfr: AFGD (3 sq ft. minimum)				7 Days ARO	1 % - 20 days / net 30 days	50%
	Banner Glass Inc	Mfr: Guardian, PPG, Viracon				1 day ARO	1 % - 20 days / net 30 days	50%
	Cherrydale-Harmon	Mfr: American flat glass (AFG)				7 days ARO	net 30 days	50%
2		<b>Safety plate glass-shaded(delivered) Flat glass in various sizes</b>	1	sf				
	Cherrydale-Harmon				\$6.75	7 Days ARO	net 30 days	\$6.75
	Royal Glass Co.	(3 sq ft min)			\$7.50	7 Days ARO	1%20/Net 30 Days	\$7.50
	Banner Glass Inc				\$9.00	1 day ARO	1%20/Net 30 Days	\$9.00
3A		<b>Safety plate tinted(delivered) Discount(From NAGS list price) Flat glass in various sizes</b>	1	sf				
	Royal Glass Co.	Mfr: AFGD (3 sq ft. minimum)				7 Days ARO	1%20/Net 30 Days	50%
	Banner Glass Inc	Mfr: Guardian, PPG, Viracon				1 days ARO	1%20/Net 30 Days	58%

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	Cherrydale-Harmon	Mfr: American flat glass (AFG)				7 days ARO	net 30 days	50%
4A		<b>Mirror Glass (delivered)</b> <b>Flat glass in various sizes</b>	1	sf				
	Banner Glass Inc				\$4.50	1 days ARO	1%20/Net 30 Days	\$4.50
	Royal Glass Co.	3 sq. ft minimum			\$5.00	1-5 Days ARO	1%20/Net 30 Days	\$5.00
	Cherrydale-Harmon				\$5.25	7 Days ARO	net 30 days	\$5.25
5A		<b>Tempered Glass (1/8") clear(delivered)</b> <b>Flat tempered glass in various sizes</b>	1	sf				
	Royal Glass Co.	3 sq. ft minimum			\$5.00	10-15 Days ARO	1%20/Net 30 Days	\$5.00
	Cherrydale-Harmon				\$6.75	7 - 10 days ARO	net 30 days	\$6.75
	Banner Glass Inc	Note: One day in stock. Fifteen days Special Order			\$8.75	see note	1%20/Net 30 Days	\$8.75
6A		<b>Misc. Supplies (including felting and sealants)</b> <b>Discount (From NAGS list price) Flat glass in various sizes</b>						
	Royal Glass Co.	MFR: Sika				1 Day ARO	1%20/Net 30 Days	Less 50%
	Banner Glass Inc	Mfr: Essex, CRL, Precission				1 Day ARO	1%20/Net 30 Days	cost + 20%
	Cherrydale-Harmon	Mfr: Essex. Note: List pricing for urethanes can be found at the bottom of the NAGS calculator pages in the footnoted area.				1 Day ARO	net 30 days	65%
		<b>To meet OEM quality standards(LOF, MOPAR, CARLITE, PPG, or equal) Indicate below the percentage discount from MFR Published List Price Sheets. Percentage discounts will be considered will be considered in evaluation of bidders</b>						
1		<b>Windshields-Discount from MFR'S Published List Price Sheets</b>						
	Royal Glass Co.					1 Day ARO	1%20/Net 30 Days	64%
	Cherrydale-Harmon					1 Day ARO	net 30 days	70%
	Banner Glass Inc					1 Day ARO	1%20/Net 30 Days	71.50%

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2		Curved Glass-Discount from MFR'S Published List Price Sheets						
	Royal Glass Co.					1 Day ARO	1%20/Net 30 Days	44%
	Cherrydale-Harmon					1 day ARO	net 30 days	60%
	Banner Glass Inc					1 day ARO	1%20/Net 30 Days	62.50%
3		Misc supplies(sealants, gaskets, etc)						
	Royal Glass Co.					1 Day ARO	1%20/Net 30 Days	50%
	Banner Glass Inc					1 day ARO	1%20/Net 30 Days	cost + 20%
	Cherrydale-Harmon					1 day ARO	net 30 days	65%
4		Actual "on-site" Labor Rate	1	hr				
	Cherrydale-Harmon				\$10.00		net 30 days	
	Royal Glass Co.				\$15.00		1%20/Net 30 Days	
	Banner Glass Inc				\$15.00		1%20/Net 30 Days	
		EVALUATION OF SECTION B Please give the cost of replacing a windshield on a 2000 Ford Crown Vic						
1		Cost of glass (Manufacturer's Published List Price Sheets minus discount).						
	Banner Glass Inc				\$193.19			
	Royal Glass Co.				\$244.03			
	Cherrydale-Harmon				\$203.36			
2		Labor (actual labor time in hours multiplied by labor rate per hour).						
	Cherrydale-Harmon				\$10.00			
	Royal Glass Co.				\$15.00			
	Banner Glass Inc				\$42.00			

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3		Miscellaneous supplies (retail minus discount).						
	Banner Glass Inc				\$0.00			
	Royal Glass Co.				\$10.26			
	Cherrydale-Harmon	Note: 2.0 Tubes = \$47 - 65%			\$16.45			
4		Total (Used to evaluate section B)						
	Cherrydale-Harmon				\$219.81			
	Banner Glass Inc				\$235.19			
	Royal Glass Co.				\$269.29			
		C. CUTTING AND INSTALLATION OF FLAT AUTOMOTIVE GLASS						
1		Safety sheet, safety plate or flat laminated glass						
	Royal Glass Co.					2 Days ARO		50%
	Banner Glass Inc					1 day ARO		50%
	Cherrydale-Harmon					1 day ARO		70%
2		Misc supplies(sealants, gaskets, etc)						
	Royal Glass Co.					7 Days Aro		50%
	Banner Glass Inc					1 day ARO		cost + 20%
	Cherrydale-Harmon					1 day ARO		65%
3		Labor Rate						
	Cherrydale-Harmon				\$10.00	1 day ARO		
	Royal Glass Co.				\$15.00	7 Days ARO		
	Banner Glass Inc				\$15.00	1 day ARO		
		EVALUATION OF SECTION C: Please give the cost of replacing a windshield on 1998 Freightliner Truck, Model D120064SDT						

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1		Cost of glass (Manufacturer's Published List Price Sheets minus discount).						
	Banner Glass Inc	Note: Price quote is for one side of 2 Pc. Windshield if cut from safety plate.			\$40.05			
	Cherrydale-Harmon				\$63.84			
	Royal Glass Co.				\$76.61			
2		Labor (actual labor time in hours multiplied by labor rate per hour).						
	Cherrydale-Harmon				\$10.00			
	Royal Glass Co.				\$15.00			
	Banner Glass Inc				\$30.00			
3		Miscellaneous supplies (retail minus discount).						
	Banner Glass Inc				\$0.00			
	Cherrydale-Harmon				\$0.00			
	Royal Glass Co.				\$10.26			
4		Total (Used to evaluate section C)						
	Banner Glass Inc				\$70.05			
	Cherrydale-Harmon				\$73.84			
	Royal Glass Co.				\$101.87			
		D. ADMINISTRATIVE						
1		Is "Same Day" service (i.e. service on the same day as the order is placed) available?						
	Royal Glass Co.	Yes						
	Banner Glass Inc	Yes						
	Cherrydale-Harmon	Yes						

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		If yes, indicate any requirements that the County must meet in order to receive "Same Day" service.						
	Royal Glass Co.	N/S						
	Banner Glass Inc	Note: Order must be placed by 9:00 A.M.						
	Cherrydale-Harmon	Note: Call before 12:00 Noon.						
2		Is emergency service available on nights, holidays, and weekends?						
	Royal Glass Co.	NO						
	Banner Glass Inc	NO						
	Cherrydale-Harmon	Yes						
		If yes, indicate any extra charges, points of contact, etc						
	Royal Glass Co.	N/A						
	Banner Glass Inc	N/A						
	Cherrydale-Harmon	Note: \$50.00 loss; Point of contact: Russell Lawter - Ph. (540) 379-0843						
3		Additional cost, if any for catalogs and price lists						
	Royal Glass Co.	\$0.00						
	Banner Glass Inc	\$0.00						
	Cherrydale-Harmon	\$0.00						
4		RETURN CREDIT: Is full credit allowed for the return of unused parts purchased during the period of this contract?						
	Royal Glass Co.	Yes						
	Banner Glass Inc	Yes						
	Cherrydale-Harmon	Yes						
		If no, please indicate credit terms allowed:						

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	Royal Glass Co.	N/A						
	Banner Glass Inc	N/A						
	Cherrydale-Harmon	N/A						
		<b>For Stock Items:</b>						
	Royal Glass Co.	N/S						
	Banner Glass Inc	N/S						
	Cherrydale-Harmon	N/S						
		<b>For Non-Stock Items:</b>						
	Royal Glass Co.	N/S						
	Banner Glass Inc	N/S						
	Cherrydale-Harmon	N/S						
<b>5</b>		<b>Do you accept P-Card?</b>						
	Royal Glass Co.	NO						
	Banner Glass Inc	NO. Note: Not currently will arrange to if awarded contract.						
	Cherrydale-Harmon	NO						